

(\$000)	Forecast	Annual Plan	YTD Plan	YTD Results	\$ Variance
Revenue from Goods and Services Sold	(b) (5)			23,560	(b) (5)
General Revenue				23,560	
Export Surcharge				0	
Other Surcharges				0	
Less Acq Trng Fund Contrib.				0	
Net Revenue				23,560	
Total Cost of Goods and Services Sold				1,367	
General Cost of Goods				1,367	
Freight, Inbound				0	
Inventory Adjustments				0	
Credit Card Fees				0	
Gross Margin (Fee Revenue)				22,193	
Business Unit Expense				19,909	
Direct Operating Expenses				18,814	
Operating Expense				18,159	
Mgt. Expense				655	
Rent				794	
Facility Rent				0	
Office Rent				794	
Outbound Transportation and Inventory Expense				0	
Inventory Transfers				0	
Time Discounts				0	
Transportation (Outbound)				0	
Fleet Vehicle Related Expense				0	
(Profit)/Loss on Vehicle Sales				0	
Maintenance and Repair				0	
Petroleum				0	
Misc Vehicle Costs				0	
Other Cost of Operations				301	
Annual Leave Liability				306	
Bad Debt				2	
Claims/Other				4	
Employer Contributions to Benefits				(10)	
Depreciation & Amortization				25	
Administrative Equipment				20	
Building & Land Modifications				5	
Operating Equipment				0	
Information Technology Software				0	
Leased Assets				0	

(\$000)	Forecast	Annual Plan	YTD Plan	YTD Results	\$ Variance
Executive Direction, Planning, & Support	(b) (5)			1,052	(b) (5)
Executive Direction				404	
Commissioner				103	
Regional Commissioners				301	
Office of Enterprise Strategy Management				108	
Office of Policy and Compliance				64	
Office of Customer Accounts and Stakeholder Engag				99	
National (CO)				49	
Regional Account Mgmt				46	
National Marketing & Communication Division				4	
NCSC				0	
Internal FAS IT Support				376	
FAS IT Systems				146	
System Development Capitalization Offset				0	
Common Acquisition Platform				230	
Working Capital Fund				4,541	
Administrative Services				261	
Chief Financial Officer				745	
Centralized CFO Support				390	
FAS Support				100	
FAS Financial Service Centers				255	
Chief Information Officer				2,274	
Centralized CIO Support				2,223	
FAS IT Services (IQ Staffing)				34	
FAS IT Services (IQ Admin Systems)				17	
Office of Human Resource Mgmt				424	
General Counsel				190	
Governmentwide Policy				90	
Other GM&A				558	
Total Operating Expenses				25,527	
Provision for Asset Replacement				0	
Net Operating Results				(3,334)	
Reserve Expense				157	
Business Reserve				0	
Investment Reserve				157	
Extraordinary Adjustments				0	
Prior-Year				0	
Other Adjustments				0	
Total Cost of Operations				27,052	
Net Financial Impact				(\$3,492)	